

## Message Text

CONFIDENTIAL

PAGE 01 STATE 065694  
ORIGIN STR-02

INFO OCT-01 SS-14 ISO-00 EB-04 STRE-00 SSO-00 IO-06  
EUR-08 OMB-01 TRSE-00 INR-05 INRE-00 CIAE-00 L-01  
OIC-01 SP-02 /045 R

DRAFTED BY STR/AHUGHES:JEH

APPROVED BY STR/WBKELLY,JR

STR:AMBASSADOR AWOLFF

STATE/EB/HKOPP

-----110818 150047Z /75

O 150028Z MAR 78

FM SECSTATE WASHDC

TO AMEMBASSY BRUSSELS IMMEDIATE

INFO USMISSION GENEVA IMMEDIATE

C O N F I D E N T I A L STATE 065694

LIMDIS/USMTN

E.O. 11652: N/A

TAGS: ETRD, MTN

SUBJECT: MTN: TARIFFS

REF: BRUSSELS 5012

1. WE BELIEVE THAT THE PRESENT U.S. OFFER IS VERY ATTRACTIVE AND FORTHCOMING. OUR OFFER TO THE EC WOULD RESULT IN A DEPTH OF CUT OF 52 PERCENT ON THE BASIS OF DUTIABLE TRADE (EXCLUDING PETROLEUM AND DEFERRED ITEMS) AND A NEW 3.2 PERCENT AVERAGE RATE OF DUTY AGAINST IMPORTS FROM THE EC. IN CONTRAST, THE EC OFFER WOULD RESULT IN A DEPTH OF CUT IN FAVOR OF THE U.S. OF ONLY 39 PERCENT WITH A NEW AVERAGE OF 5.4 PERCENT AGAINST IMPORTS FROM THE U.S. AT THIS TIME WE SEE NO REASON TO PROVIDE ANY INDICATION OF CONFIDENTIAL

CONFIDENTIAL

PAGE 02 STATE 065694

AREAS WHERE THE U.S. OFFER IS OPEN TO IMPROVEMENT. TO DO SO WOULD GIVE THE IMPRESSION TO THE EC THAT THE U.S. OFFER IS INFERIOR.

2. WE BELIEVE THE TWO-STEP PROCESS (I.E., REQUESTS FOR IMPROVEMENTS FIRST, WITHDRAWALS LATER) CONTEMPLATED BY THE EC IS A LOGICAL AND CONSTRUCTIVE WAY TO PROCEED. WE PLAN

TO FOLLOW THIS APPROACH OURSELVES AND ARE PREPARING A LIST  
OF IMPROVEMENTS THAT WE INTEND TO ASK THE EC TO CONSIDER.  
THIS LIST IS EXPECTED TO BE READY BY THE END OF MARCH.

3. THE NEXT STAGE OF THE NEGOTIATIONS SHOULD FOCUS ON  
IMPROVEMENTS OF OFFERS RATHER THAN WITHDRAWALS. BECAUSE  
OF THE MAXIMAL NATURE OF U.S. OFFER, IT WILL BE DIFFICULT  
TO MAKE IMPROVEMENTS. NONETHELESS, WE WILL CAREFULLY  
CONSIDER ANY REQUESTS FOR IMPROVEMENTS IN OUR OFFER THAT  
ARE RECEIVED FROM THE EC AND OTHER COUNTRIES. VANCE

CONFIDENTIAL

NNN

## Message Attributes

**Automatic Decaptoning:** Z  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** TARIFFS, NEGOTIATIONS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 15 mar 1978  
**Decaption Date:** 20 Mar 2014  
**Decaption Note:** 25 YEAR REVIEW  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 20 Mar 2014  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978STATE065694  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** JEH  
**Enclosure:** n/a  
**Executive Order:** GS  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780114-0204  
**Format:** TEL  
**From:** STATE  
**Handling Restrictions:**  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1978/newtext/t19780365/aaaacczn.tel  
**Line Count:** 72  
**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Message ID:** 1247cec6-c288-dd11-92da-001cc4696bcc  
**Office:** ORIGIN STR  
**Original Classification:** CONFIDENTIAL  
**Original Handling Restrictions:** ONLY  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** CONFIDENTIAL  
**Previous Handling Restrictions:** ONLY  
**Reference:** 78 BRUSSELS 5012  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 18 may 2005  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 3322972  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** MTN: TARIFFS  
**TAGS:** ETRD, MTN  
**To:** BRUSSELS  
**Type:** TE  
**vdkvgwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/1247cec6-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014